

## Message Text

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ORIGIN AF-10

INFO OCT-01 ISO-00 PM-04 DODE-00 CIAE-00 INR-07  
NSAE-00 NSC-05 SP-02 SS-15 MC-02 IGA-02 AID-05  
EB-08 OMB-01 TRSE-00 ACDA-07 /069 R

DRAFTED BY AF/W-SFPATRICK:DFF  
APPROVED BY AF/W-TWMSMITH  
PM/SAS- DHESTER (INFO)  
DOD/ISA- WMOORE (INFO)  
AF/I- LTC. FWIRKUS  
-----131110Z 049060 /12  
R 130001Z APR 77  
FM SECSTATE WASHDC  
TO AMEMBASSY LAGOS

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E.O. 11652:N/A

TAGS:MASS

SUBJECT: PROPOSED SALE OF C-130'S TO NAF

REF: STATE 35932

1. BOB MCRAI, REGIONAL MANAGER FOR INTERNATIONAL SALES  
AT LOCKHEED GEORGIA CALLED DESKOFF APRIL 11 TO REPORT  
ON OUTCOME HIS VISIT TO NIGERIA LAST MONTH AND MEETINGS  
WITH US EMBASSY AND NIGERIAN OFFICIALS.

2. MCRAI SAID HE SUBMITTED PROPOSAL TO NAF CHIEF OF STAFF  
COMMODORE YISA-DOKO FOR COMMERCIAL SALE OF THREE C-130'S  
TO NAF THIS YEAR. YISA-DOKO SAID, WHILE NAF NEEDS PURCHASE  
ADDITIONAL SIX TO TEN C-130 AIRCRAFT, HE APPRECIATED  
PROPOSED SALES PACKAGE OF 3 AIRCRAFT A YEAR AS VIABLE  
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ALTERNATIVE TO PURCHASE UNDER FOREIGN MILITARY SALES (FMS)  
PROCEDURES (AT DOLS 8.2 MILLION EACH, TOTAL COST OF  
AIRCRAFT IS BELOW DOLS 25 MILLION, OR MINIMUM SALES  
AMOUNT WHICH MUST BE SOLD UNDER FMS, ACCORDING 1976  
FOREIGN ASSISTANCE ACT, AS AMENDED).

3. YISA-DOKO'S OBJECTIONS TO AN FMS SALE WERE TWO: 1)

UNDER FMS POSSIBILITY EXISTS THAT SOME GOVERNMENT-  
FURNISHED EQUIPMENT (GFE) ON NEW AIRCRAFT MIGHT BE USED

EQUIPMENT, AND NEITHER LOCKHEED NOR NAF ABLE ELIMINATE  
THIS POSSIBILITY. 2) NAF DOES NOT WANT USAF PERSONNEL  
AND ATTENDANT ON-SITE INSPECTIONS WHICH WOULD BE PART  
OF FMS SALES PACKAGE.

4. AS SALES PROPOSAL EXPIRES JUNE 1, YISA-DOKO SAID HE  
WOULD BE BACK TO LOCKHEED WITH DECISION REGARDING PRO-  
POSAL BEFORE THAT DATE.

5. AS REQUESTED BY 76 STATE 253368 AND 76 STATE 286693,  
PLEASE REPORT ALL CONTACTS BY EMBASSY WITH REPRESENTATIVES  
OF US FIRMS INVOLVING MILITARY EQUIPMENT OR SERVICES.  
VANCE

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** GOVERNMENT PROCUREMENT, TRANSPORT AIRCRAFT, AIRCRAFT SALES  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 13-Apr-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 22 May 2009  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977STATE082351  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** SFPATRICK:DFF  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770127-1282  
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**Litigation History:**  
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**Message ID:** 9f4f35a6-c288-dd11-92da-001cc4696bcc  
**Office:** ORIGIN AF  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 77 STATE 35932  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
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**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2819796  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** PROPOSED SALE OF C-130\ S TO NAF  
**TAGS:** MASS, NI  
**To:** LAGOS  
**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
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